



STATE OF IOWA
MASTER AGREEMENT

MA# 005 CTITQ0091 1

EFFECTIVE BEGIN DATE: 05-08-2007
EXPIRATION DATE: 04-30-2012
PAGE: 1 of 4

BUYER : ASHLEY SUPER
ashley.super@iowa.gov
515-281-7073

FOB

PAYMENT TERMS (%): DAYS:

VENDOR:

QA Technologies
South Tower
222 S 15th St Ste 1404
Omaha, NE 68102
USA

VENDOR CONTACT:

Chuck Snyder
PHONE: 402-391-9200 EXT: 1013
EMAIL: chuck_snyder@qat.com
VENDOR #: 42143711600

DESCRIPTION OF ITEMS CONTRACTED

CONSULTING, IT

SEE ATTACHED DOCUMENTS

Contract to furnish IT consulting and staff augmentation pursuant to the specifications, terms and conditions of sealed bid #BD80200S102 on file with the Department Of Administrative Services, GSE Purchasing Division, Hoover Building, Level A, Des Moines, Iowa 50319-0105.

For complete instructions on how to use this contract, see the attached file regarding rules or contact The Department of Administrative Services, General Services Enterprise.

This contract is for ITQ service categories:

- 1) Strategy, Vision, Consulting
- 4) Developing

Contact:

Chuck Snyder

Ph: 402-391-9200

Fax: 402-391-1175

Email: chuck_snyder@qat.com

www.qat.com

PCQT# _____

Rating: 8.00

RENEWAL PERIODS

FROM 05-01-2012 TO 04-30-2014

FROM 05-01-2014 TO 04-30-2016

THRESHOLDS

MINIMUM ORDER AMOUNT:

MAXIMUM ORDER AMOUNT:

NOT TO EXCEED AMOUNT:

AUTHORIZED DEPARTMENT

ALL

SUB Political Sub-divisions

TOTAL \$0.00

VENDOR: _____

APPROVED BY: _____

THIS MA IS SUBJECT TO THE TERMS AND
CONDITIONS ATTACHED HERETO.
PLEASE SEE ATTACHMENTS FOR
FURTHER DESCRIPTIONS.



STATE OF IOWA
MASTER AGREEMENT

MA# 005 CTITQ0091 1

EFFECTIVE BEGIN DATE: 05-08-2007
EXPIRATION DATE: 04-30-2012
PAGE: 2 of 4

LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000		91829	\$0.000000
			Computer Software Consulting	\$0.000000
			Contract to furnish IT consulting and staff augmentation pursuant to the specifications, terms and conditions of sealed bid #BD80200S102 on file with the Department Of Administrative Services, GSE Purchasing Division, Hoover Building, Level A, Des Moines, Iowa 50319-0105.	
			For complete instructions on how to use this contract, see the attached file regarding rules or contact The Department of Administrative Services, General Services Enterprise.	
			This contract is for ITQ service categories:	
			1) Strategy, Vision, Consulting	
			4) Developing	
			Contact:	
			Chuck Snyder	
			Ph: 402-391-9200	
			Fax: 402-391-1175	
			Email: chuck_snyder@gat.com	
			www.gat.com	
			PCQT# _____	
			Rating: 8.00	



**STATE OF IOWA
MASTER AGREEMENT**

MA# 005 CTITQ0091 1

EFFECTIVE BEGIN DATE: 05-08-2007
EXPIRATION DATE: 04-30-2012
PAGE: 3 of 4

TERMS AND CONDITIONS

Incorporation

The Request for Proposal and/or bid documents for this project and the vendor's proposal in response to the RFP or Bid together with any clarifications, attachments, appendices, or amendments of the State or the Vendor are incorporated into this Contract by reference as if fully set forth in this Contract.

Remedies upon Default

In any case where the vendor has failed to deliver or has delivered non-conforming goods and/or services, the State shall provide a cure notice. The notice to cure shall state the maximum length of time the vendor has to cure. If after the time period stated in the notice to cure has passed, the vendor continues to be in default, the State may procure goods and/or services in substitution from another source and charge the difference between the contracted price and the market price to the defaulting vendor. The State's Attorney General shall be requested to make collection from the defaulting vendor.

Force Majeure

Force majeure includes acts of God, war, civil disturbance and any other causes which are beyond the control and anticipation of the party affected and which, by the exercise of reasonable diligence, the party was unable to anticipate or prevent. These provisions of force majeure also apply to subcontractors or suppliers of the Vendor. Force majeure does not include financial difficulties of the Vendor or any associated company of the Vendor, or claims or court orders that restrict the Vendor's ability to deliver the goods or services contemplated by this Agreement. Neither the Vendor nor the State shall be liable to the other for any delay or failure of performance of this Agreement caused by a force majeure, and not as a result of the fault or negligence of a party.

Subcontractors

The successful vendor shall be responsible for all acts and performance of any subcontractor or secondary supplier that the successful vendor may engage for the completion of any contract with the State. A delay that results from a subcontractor's conduct, negligence or failure to perform shall not exempt the vendor from default remedies. The successful vendor shall be responsible for payment to all subcontractors and all other third parties.

Termination-Non-Appropriation

Notwithstanding any other provision of this contract, if funds anticipated for the continued fulfillment of this contract are at any time not forthcoming or insufficient, either through the failure of the State to appropriate funds, discontinuance or material alteration of the program for which funds were provided, then the State shall have the right to terminate this contract without penalty by giving not less than thirty (30) days written notice documenting the lack of funding, discontinuance or program alteration.

Immunity of State/Fed Agencies

The vendor shall defend and hold harmless the State and Federal funding source for the State of Iowa from liability arising from the vendor's performance of this contract and the vendor's activities with subcontracted and all other third parties.

Assignment

Vendors may not assign contracts or purchase orders to any party (including financial institutions) without written permission of the General Services Enterprise - Purchasing.

Anti-Trust Assignment

For good cause and as consideration for executing this purchase order, the vendor, through its duly authorized agent, conveys, sells, assigns, and transfers to the State of Iowa all rights, title and interest in and to all causes of action it may now or hereafter acquire under the anti-trust laws of the United States and the State of Iowa, relating to the particular goods or services purchased or acquired by the State of Iowa pursuant to the using State of Iowa agency.

Delivery and Acceptance

When an award has been made to a vendor and the purchase order issued, deliveries are to be made in the following manner.

A. Deliveries - All deliveries are to be made only to the point specified on the purchase order. If delivery is made to any other point, it shall be the responsibility of the vendor to promptly reship to the correct location. Failure to deliver procured goods on time may result in cancellation of an order or termination of a contract at the option of the State.

B. Delivery Charges - All delivery charges should be to the account of the vendor whenever possible. If not, all delivery charges should be prepaid by vendor and added to the invoice.

C. Notice of Rejection - The nature of any rejections of a shipment, based on apparent deficiencies disclosed by ordinary methods of inspection, will be given by the receiving agency to the vendor and carrier within a reasonable time after delivery of the item, with a copy of this notice to the General Services Enterprise - Purchasing. Notice of latent deficiencies which would make items unsatisfactory for the purpose intended may be given by the State of Iowa at any time after acceptance.

Delivery and Acceptance (cont)

D. Disposition of Rejected item - The vendor must remove at the vendor's expense any item rejected by the State. If the vendor fails to remove that rejected item, the State may dispose of the item by offering the same for sale, deduct any accrued expense and remit the balance to the vendor.

E. Testing After Delivery - Laboratory analysis of an item or other means of testing may be required after delivery. In such cases, vendors will be notified in writing that a special test is being made and that payment will be withheld until completion of the testing process.

Title to Goods

The vendor warrants that the goods purchased hereunder are free from all liens, claims or encumbrances.

Indemnification

To the extent that goods are not manufactured in accordance with the State's design, the vendor shall defend, indemnify and hold harmless the State of Iowa, the State's assignees, and other users of the goods from and against any claim of infringement of any Letter Patent, Trade Names, Trademark, Copyright or Trade Secrets by reason of sale or use of any articles purchased hereunder. The State shall promptly notify the vendor of any such claim.

Nondiscrimination

The vendor is subject to and must comply with all federal and state requirements concerning fair employment and will not discriminate between or among them by reason of race, color, religion, sex, national origin or physical handicap.

Warranty

The vendor expressly warrants that all goods supplied shall be merchantable in accordance with the Uniform Commercial Code, Section 2-314 and the Iowa Code, Section 554.2314.

Taxes



**STATE OF IOWA
MASTER AGREEMENT**

MA# 005 CTITQ0091 1

EFFECTIVE BEGIN DATE: 05-08-2007
EXPIRATION DATE: 04-30-2012
PAGE: 4 of 4

The State of Iowa is exempt from the payment of Iowa sales tax, motor vehicle fuel tax and any other Iowa tax that may be applied to a specified commodity and/or service. Contractors performing construction activities are required to pay state sales tax on the cost of materials. The Iowa Department of Revenue exemption letter will be furnished to a vendor upon request.

Hazardous Material

All packaging, transportation, and handling of hazardous materials shall be in accordance with applicable federal and state regulations including, but not limited to, the Material Safety Data Sheet provision of O.S.H.A. Hazard Communication Standard 29CFR 1910.1200, and Iowa Administrative Code, Chapter 567.

Public Records

The laws of the State of Iowa require procurement records to be made public unless exempted by the Code of Iowa.

Miscellaneous

The terms and provisions of this contract shall be construed in accordance with the laws of the State of Iowa. Any and all litigation or actions commenced in connection with this contract shall be brought in Des Moines, Iowa, in Polk County District Court for the State of Iowa. If however, jurisdiction is not proper in Polk County District Court, the action shall only be brought in the United States District Court for the Southern District of Iowa, Central Division, providing that jurisdiction is proper in that forum. This provision shall not be construed as waiving any immunity to suit or liability, which may be available to the State of Iowa.

If any provision of this contract is held to be invalid or unenforceable, the remainder shall be valid and enforceable.

Records Retention

The vendor shall maintain books, records, and documents which sufficiently and properly document and calculate all charges billed to the State of Iowa throughout the term of this Agreement for a period of at least five (5) years following the date of final payment or completion of any required audit, whichever is later. The vendor shall at, no charge, permit the Auditor of the State of Iowa, or any authorized representative of the State (or where federal funds are involved, the Comptroller General of the United States or any other authorized representative of the United States government) to access and examine, audit, excerpt and transcribe any directly pertinent books, documents, papers, electronic or optically stored and created records, or other records of the vendor relating to orders, invoices, or payments documentation or materials pertaining to this Agreement.

Independent Contractor

The vendor is an independent contractor performing services for the State of Iowa, and as such shall not hold itself out as an employee or agent of the State.

Performance Monitoring

For all service contracts, the requirements of Iowa Code sections 8.47 shall be incorporated into final terms and conditions of the contract.

Confidentiality

Each party may have access to confidential information of the other party to the extent necessary to carry out their responsibilities under the Agreement and Software License Agreement. Such confidential information shall, at all times, remain the property of the party disclosing the confidential information. Each party shall preserve the confidentiality of the confidential information disclosed or furnished by the other party, and shall maintain procedures for safeguarding such confidential information. Each party shall accept responsibility for providing adequate supervision and training to its agents, employees and any approved contractors and subcontractors to ensure compliance with the terms of this Agreement.

Works Made for Hire

All information, reports, studies, flow charts, diagrams, and other tangible and intangible material of any nature, whatsoever, produced by the vendor for delivery to the State during the course of this engagement and all copies of any of the foregoing shall be the sole and exclusive property of the State, and all such material and all copies shall be deemed "works made for hire" of which the State shall be deemed the author.

To the extent that the materials are not deemed "works made for hire", the vendor hereby irrevocably grants, assigns, transfers, and sets over to the State all legal and equitable right, title, and interest of any kind, nature or description in and to the materials and the vendor shall be entitled to make absolutely no use of any of the materials except as may be expressly permitted in this Agreement.

Vendor's Property

Notwithstanding provisions of "works made for hire", the vendor shall own all of its pre-existing methods, techniques, and processes, including software and documentation, that it brings to this engagement and shall own all enhancements to these methods, techniques and processes, including software and documentation, that are developed during the course of this engagement ("Vendor's Property") and (b) the vendor shall have the right to retain copies of all materials referred to in "works made for hire" in its files evidencing its services for the Information Technology Enterprise. The vendor agrees to grant the State/ITE a royalty-free, nonexclusive, nontransferable license to use, duplicate and disclose the Vendor's Property for the purposes contemplated by this Agreement.

N60

NET 60 DAYS



Rules Regarding ITQ

From Iowa Code 11- Chapter 105.8(7) - The department may pre-qualify vendors for certain classes of solicitations, including but not limited to: 1) Information technology consulting, 2) Architectural services, and 3) Engineering services.

Following institution of a prequalification process the department may select, in a competitive manner, a pre-qualified vendor ~~without public notice and~~ without further negotiation of general terms and conditions. A solicitation "may" be restricted only to pre-qualified vendors, in addition to the TSB notification required by 105.7(2). See also 11—106.5(80GA, HF534) below.

Vendor prequalification is not an award and does not create an obligation on the part of the department.

The department shall use an invitation to qualify process for the purpose of facilitating a subsequent solicitation that uses one of the other methods described in these rules. The purposes of using an invitation to qualify process include but are not limited to the following:

- 1) Standardize state terms and conditions relating to the type of procurement, thereby avoiding repetition and duplication.
- 2) Ensure that pre-qualified vendors are capable of performing work in a manner consistent with operational standards developed and adopted by the department.
- 3) Implement a pay-for-performance model directly linking vendor payments to defined results as required by Iowa Code section 8.47.
- 4) Consolidate records of vendor qualifications and performance in one location for reference and review.
- 5) Reduce time required for solicitation of proposals from vendors for individual procurements.

The department shall develop criteria for vendor qualification based upon its own expertise, the recommendations of its advisors, information and research, and the needs of agencies. The department shall develop and specify evaluation criteria for each invitation to qualify. Examples of evaluation criteria may include, but are not limited to the following:

- 1) Affirmative responses to a mandatory agreement questionnaire.
- 2) Ratings of at least average on a professional/technical personnel questionnaire.
- 3) Scores in a specified range for each client reference survey.
- 4) Competitive cost data by type of service.
- 5) Acceptable vendor financial information.

The department shall establish and notify pre-qualified vendors of minimum acceptable performance levels and institute a performance tracking mechanism on each pre-qualified vendor. If a vendor's performance falls below the minimum acceptable level, the vendor shall be removed from the pre-qualified list. A vendor that does not pre-qualify or that is removed from the pre-qualified list due to the vendor's performance has the right to appeal in accordance with 11—105.20(80GA, HF534).

11—106.5(80GA, HF534) Use of competitive selection:

Departments and establishments shall use competitive selection to acquire services from private agencies when the estimated annual value of the service contract is equal to or greater than \$5,000 or when the estimated value of the multiyear service contract in the aggregate, including any renewals, is equal to or greater than \$15,000 unless there is adequate justification for a sole source or emergency procurement pursuant to rule 106.7(80GA, HF534) or 106.8(80GA, HF534) or another provision of law.

106.5(1) When the estimated annual value of the service contract is equal to or greater than \$50,000 or the estimated value of the multiyear service contract in the aggregate, including any renewals, exceeds \$150,000, a department or establishment shall use a formal competitive selection process to procure the service.

106.5(2) When the estimated annual value of the service contract is equal to or greater than \$5,000 but less than \$50,000 and the estimated value of the multiyear service contract in the aggregate, including any renewals, does not exceed \$150,000, a department or establishment, in its sole discretion, shall use either a formal or informal competitive selection process to engage a service provider.

106.5(3) The requirement to use competitive selection to select a service provider when the estimated annual value of the service contract is equal to or greater than \$5,000 or when the estimated value of the multiyear service contract in the aggregate, including renewals, is equal to or greater than \$15,000 applies even when the department or establishment purchases services from a private entity and designates the contract it enters into with the private entity as a 28E agreement.

11—106.9(80GA, HF534) Informal competitive procedures.

106.9(1) When utilizing an informal competition as defined in rule 106.3(80GA, HF534), the department or establishment may contact the prospective service providers in person, by telephone, fax, E-mail or letter. When the department or establishment is not able to locate three prospective service providers, the department or establishment must justify contacting fewer than three service providers. The justification shall be included in the contract file.

106.9(2) A department or establishment may send copies of the scope of work to service providers that it has identified as qualified to perform the work described in the scope of work.



QA TECHNOLOGIES, INC.
INVITATION TO QUALIFY RESPONSE

Project Development
SERVICE CATEGORY 1
Strategy/Vision/Consulting

To



CONTINUOUS INVITATION TO QUALIFY
BD80200S102, Version 1.0 ISSUED June 8, 2001

FOR
Information Technology Consulting Services and IT Staff Augmentations
Five Year Multiple Award Contract

A Cooperative Process With The Iowa Department of Information Technology



QA TECHNOLOGIES

Questions Answered. Solutions Provided.

TABLE OF CONTENTS

	<u>Page</u>
<u>Cover Letter</u>	3

Qualification Information

Non-Collusion Statement.....	4
Mandatory Agreement Questionnaire.....	5
Lobbying Certification.....	6
List of Clients/Survey Recipients.....	7-9
Professional/Technical Personnel Questionnaire.....	10-13
Cost Data Sheet.....	14
Signature Page.....	15
Copy of ITQ for IT Consultation Services, BD80200S102, Version 1.0.....	16-68

Exhibits and Attachments

A) Vendor Application	69
B) Federal Form W-9	70
C) Promotional Material	71

Questions Answered. Solutions Provided.



QA Technologies
222 South 15th Street
Suite 1404
Omaha, NE 68102
800-799-8545 (USA)
402-391-9200 (INTL)
402-391-1175 (FAX)

February 23, 2007

Cover Letter

To Whom It May Concern:

QA Technologies Inc. submits to the State of Iowa for review this Invitation to Qualify (ITQ) #BD80200S102 specifically towards consideration for the following Project Development Categories:

- 1) Strategy / Vision / Consulting
- 4) Developing

QA Technologies is an Iowa based corporation offering continuous software resource staffing since 1995. QA Technologies has supported various State Government enterprise initiatives during its time in business, most recently playing a key role within a new development and technology effort for the State of Iowa Health and Human Services Division. QA Technologies appreciates your review of our credentials. We look forward to servicing the IT project needs of the State of Iowa.

Best regards,

Chuck Snyder
Director, Business Development
QA Technologies, Inc.
(800)799-8545 ext 1013
(515)556-8555
chuck_snyder@qat.com

WWW.QAT.COM

ITQ EXHIBIT C

MANDATORY AGREEMENT QUESTIONNAIRE

This section consists of a series of questions that must be answered to the affirmative prior to proceeding with development of your response. It confirms your understanding of and agreement to our requirements for submitting a response. Negative responses will disqualify you. Please insert a copy of your answers inside each of your responses.

1. Do you agree that the contents of your proposal(s) will become part of any resulting ITQ and related POs and cannot be held confidential? YES ☒ NO ☐
2. Do you agree to submit one original of your proposal, together with two (2) copies and an electronic soft copy on diskette? YES ☒ NO ☐
3. Will you include at least three (3) client references and agree you must attain acceptable scores from references for each service category you are attempting to qualify for? YES ☒ NO ☐
4. Do you agree that you must maintain an acceptable rating by each agency you do work for in order to remain pre-qualified for each service category? YES ☒ NO ☐
5. Do you agree to abide by agency specific requirements as outlined in section 1-25? YES ☒ NO ☐
6. Do you agree that your response will remain valid for at least 120 business days and duration of ITQ and related POs? YES ☒ NO ☐
7. Are you a TSB or do you currently have or have had a contracting role in three (3) projects for each of the categories you are attempting to qualify for? YES ☒ NO ☐
8. Do you agree that if the STATE finds any part of your response to be false, you will be placed on temporary suspension from doing business with the STATE? YES ☒ NO ☐
9. Do you accept the requirements stated in sections 1-19 and 1-21? YES ☒ NO ☐
10. Will you provide all documents of proof of insurance as required by this ITQ and any related POs? YES ☒ NO ☐
11. Are you aware that the STATE will conduct any and all background checks it deems necessary? YES ☒ NO ☐

SUBMIT COMPLETED COPY INSIDE YOUR RESPONSE.

COMPLETED BY Chuck Snyder, Director, Business Development

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE RESPONSE

SERVICE CATEGORY 1 – Strategy / Developing / Consulting

1. How do you intend to provide the resources required by this ITQ?

The QAT Recruiting Team will consistently answer the call when afforded the opportunity by the STATE to submit contractors for review. QAT retains a team of skilled and experienced recruiters. Brent Hodgen acts as working Manager for staff recruitment, having held this role and being based in the Omaha headquarters of QAT since 1998. Karie Barrett acts as an additional Recruiter for QAT, responsible for the recruitment of 4GL technologies. QAT's longevity in IT consulting affords the recruiting team with a strong network and pool of resources to draw from at any given time. QAT also aggressively leverages the major internet job boards such as Monster.com and Dice.com.

Since it began in 1995, QAT has provided nearly 50 clients with supplemental staffing services through the processing of thousands of candidates in IT technologies. Approximately 50% of the recruiting efforts of QAT focus on the Omaha/Lincoln area. This geographic focus will increase the odds of locating resources familiar and comfortable with the MidWest.

2. Identify the SP contract administrator and describe the functions that person will perform.

The Contract Administrator for the State of IA is Chuck Snyder. Chuck has held this role for QAT since 1995. Chuck will act as the primary point of contact for all ITQ related requirements. Chuck will contact applicable State Agency representatives at minimum bi-annually for regarding contractor status update. Chuck will administer to contractual issues and will be the point of contact for QAT STATE employees and STATE representatives also.

Chuck Snyder
515-556-8555
402-391-1175 (f)
chuck_snyder@qat.com

3. Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects.

QAT has an in-house staff of two recruiters whose full-time responsibility is meeting the needs of our clients. The preference of QAT is to relocate existing, proven staff from project to project. With a staff of nearly 50 consultants and the specialization we provide, this is often possible. QAT also leverages its large network of known resources, accumulated and indexed by skills and reference ratings through the years. We believe especially in the core skill sets we are very familiar with the capabilities and market value of a resource who is either currently a QAT employee or reference.

As a secondary source QAT utilizes proprietary data bases (Monster, Dice, CareerBuilder) and other internet related recruiting techniques. The QAT website attracts many applicants and provides an easy avenue for new applicants to submit for open positions.

QAT is also well positioned to find candidates with previous State Government experience. This sector represents a mature and significant percentage of QAT's business. We are well networked to service the needs of all State Government clients through consultants presently supporting State Governments.

4. Describe your company's ability to uniquely address problems and issues related to the service category.

QAT specializes in the highest level of *Category 1. Strategy/Vision/Consulting*. Many QAT clients (including the State of Iowa) have first come to know QAT through this service category. a team of highly skilled, experienced developers on staff. Their experience and expertise spans a wide range of technologies. For all technologies, we bring dedication to client satisfaction with all of our development staff.

5. Describe your company's practices in adopting client policies and methods.

QAT has been a trusted partner for multiple State governments and publicly held companies since 1995 and continues to grow. QAT specializes in bringing forth our experiences to both existing and new clients.

QAT understands it is inherent upon us to bring forward to our clients IT professionals who are highly qualified and capable to perform in their prescribed roles. It is explicitly expected of all QAT consultants that the needs, desires, and goals of the client are of highest priority.

6. List each type / brand of operating system/ communication system you are experienced with in each category below and make comments.

The following chart indicates QAT levels of expertise and experience.

	Knowledge	Training	With guidance	Without guidance	Teach others
a) Mainframes:	Expert	No	Yes	Yes	Yes
b) Midrange / Minicomputer:	Expert	No	Yes	Yes	Yes
c) Client / Server / Distributed Systems:	Expert	Expert*	Yes	Yes	Yes
d) Desktop:	N/A	No	No	Yes	Yes
e) LAN:	N/A	No	No	Yes	Yes
f) Languages and DBMS:	Expert	Expert*	Yes	Yes	Yes

* Specific Languages – AllFusion Gen, ERwin

7. Describe your products / experience with Databases.

QAT brings significant experience for all databases (including DB2, SQL Server, Access, Oracle, etc.).

	Knowledge	Training	With guidance	Without guidance	Teach others
a) Administration:	Expert	No	Yes	Yes	Yes
b) Application Development tools:	Expert	No	Yes	Yes	Yes
c) End user tools:	Expert	No	Yes	Yes	Yes
d) Structure and methodologies:	Expert	No	Yes	Yes	Yes
e) Other	N/A				

What general software applications have you experience in?

	Knowledge	Training	With guidance	Without guidance	Teach others
a) Health & Human Serv	Expert	No	Yes	Yes	Yes
b) Child Welfare	Expert	No	Yes	Yes	Yes
c) St DOT	Expert	No	Yes	Yes	Yes
d) St Employment (UUIS)	Expert	No	Yes	Yes	Yes
e) Merchant Processing	Expert	No	Yes	Yes	Yes
f) Financial Planning	Expert	No	Yes	Yes	Yes
g) Accts Rec	Expert	No	Yes	Yes	Yes
h) Inventory Control	Expert	No	Yes	Yes	Yes
i) Payroll	Expert	No	Yes	Yes	Yes

8. Please describe any experience and deployed solutions in each of the following specific technologies below.

	Knowledge	Training	With guidance	Without guidance	Teach others
a) Help desk solutions / technologies	N/A	No	No	Yes	Yes
b) Data development	N/A	No	No	No	Yes
c) Data analysis	N/A	No	No	No	Yes
d) Data modeling	Expert	Yes	Yes	Yes	Yes
e) Facilitating and consulting	Expert	No	Yes	Yes	Yes
f) Photogrametry and remote sensing	N/A	No	No	No	
g) Data collection and clean up mapping	N/A	No	No	Yes	Yes
h) GIS / ESRI Software / Mapinfo	Expert	No	Yes	Yes	Yes
i) Electronic Commerce / EDI	Expert	No	Yes	Yes	Yes
j) Document management	N/A	No	No	No	Yes
k) Telecommunications wide	N/A	No	No	No	Yes

area network					
l) Biometrics	N/A	No	No	No	
m) Wireless networking	N/A	No	No	No	Yes
n) IT staffing	Expert	No	Yes	Yes	Yes
o) Graphic / web design	Expert	No	Yes	Yes	Yes
p) Other					

Data Modeling

QAT is recognized as a world leader in AllFusion Gen data modeling. This technology was recently adopted by the State of Iowa Department of Human Resources. QAT is also well versed with the Erwin data modeling tool, and has access to an Erwin certified trainer.

Facilitating and Consulting

Facilitation and consulting are hallmark practices of QAT. The work we perform today under Tom Huisman is representative of the skills necessary to successfully complete a solution by this definition. QAT is facilitating and performing both the start-up of the project and mentoring State staff as they learn a new software language from scratch.

GIS / ESRI Software / Mapinfo

QAT is the primary provider of GIS consultants to our client Union Pacific Railroad.

Electronic Commerce / EDI

QAT has held the outsourcing rights for a mission critical system to one of the largest credit card merchant processors in the US since 1998.

IT Staffing

As a full service IT staffing firm, QAT understands and competes effectively in this business.

Graphic / Web Design

QAT has in-house a highly skilled graphic web designer. Please review www.qat.com for a brief synopsis of her work.

ITQ EXHIBIT E -- COST DATA SHEET FORMAT

COST DATA SHEET for ITQ Number BD80200S102 _____ Revision 1.0	
FOR SERVICE CATEGORY: Strategy/Vision/Consulting _____	
COMPANY NAME: Q. A. Technologies, Inc. _____ Date 02/12/07	
DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Architect	\$180
Subject Matter Expert	\$180
Business Consultant Analyst	\$110
	.

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.

ITQ EXHIBIT F - REQUIRED SIGNATURE PAGE (submit two signed originals in your response)



QA TECHNOLOGIES, INC.
INVITATION TO QUALIFY RESPONSE

Project Development
SERVICE CATEGORY 4
Developing

To



CONTINUOUS INVITATION TO QUALIFY
BD80200S102, Version 1.0 ISSUED June 8, 2001

FOR
Information Technology Consulting Services and IT Staff Augmentations
Five Year Multiple Award Contract

A Cooperative Process With The Iowa Department of Information Technology



QA TECHNOLOGIES

Questions Answered. Solutions Provided.

TABLE OF CONTENTS

	<u>Page</u>
<u>Cover Letter</u>	3

Qualification Information

Non-Collusion Statement.....	4
Mandatory Agreement Questionnaire.....	5
Lobbying Certification.....	6
List of Clients/Survey Recipients.....	7-9
Professional/Technical Personnel Questionnaire.....	10-13
Cost Data Sheet.....	14
Signature Pages.....	15
Copy of ITQ for IT Consultation Services, BD80200S102, Version 1.0.....	16-68

Exhibits and Attachments

A) Vendor Application	69-70
B) Federal Form W-9	71
C) Promotional Material	72

Questions Answered. Solutions Provided.



QA Technologies
222 South 15th Street
Suite 1404
Omaha, NE 68102
800-799-8545 (USA)
402-391-9200 (INTL)
402-391-1175 (FAX)

February 23, 2007

Cover Letter

To Whom It May Concern:

QA Technologies Inc. submits to the State of Iowa for review this Invitation to Qualify (ITQ) #BD80200S102 specifically towards consideration for the following Project Development Categories:

- 1) Strategy / Vision / Consulting
- 4) Developing

QA Technologies is an Iowa based corporation offering continuous software resource staffing since 1995. QA Technologies has supported various State Government enterprise initiatives during its time in business, most recently playing a key role within a new development and technology effort for the State of Iowa Health and Human Services Division. QA Technologies appreciates your review of our credentials. We look forward to servicing the IT project needs of the State of Iowa.

Best regards,

Chuck Snyder
Director, Business Development
QA Technologies, Inc.
(800)799-8545 ext 1013
(515)556-8555
chuck_snyder@qat.com

WWW.QAT.COM

ITQ EXHIBIT C

MANDATORY AGREEMENT QUESTIONNAIRE

This section consists of a series of questions that must be answered to the affirmative prior to proceeding with development of your response. It confirms your understanding of and agreement to our requirements for submitting a response. Negative responses will disqualify you. Please insert a copy of your answers inside each of your responses.

1. Do you agree that the contents of your proposal(s) will become part of any resulting ITQ and related POs and cannot be held confidential? YES ☒ NO ☐
2. Do you agree to submit one original of your proposal, together with two (2) copies and an electronic soft copy on diskette? YES ☒ NO ☐
3. Will you include at least three (3) client references and agree you must attain acceptable scores from references for each service category you are attempting to qualify for? YES ☒ NO ☐
4. Do you agree that you must maintain an acceptable rating by each agency you do work for in order to remain pre-qualified for each service category? YES ☒ NO ☐
5. Do you agree to abide by agency specific requirements as outlined in section 1-25? YES ☒ NO ☐
6. Do you agree that your response will remain valid for at least 120 business days and duration of ITQ and related POs? YES ☒ NO ☐
7. Are you a TSB or do you currently have or have had a contracting role in three (3) projects for each of the categories you are attempting to qualify for? YES ☒ NO ☐
8. Do you agree that if the STATE finds any part of your response to be false, you will be placed on temporary suspension from doing business with the STATE? YES ☒ NO ☐
9. Do you accept the requirements stated in sections 1-19 and 1-21? YES ☒ NO ☐
10. Will you provide all documents of proof of insurance as required by this ITQ and any related POs? YES ☒ NO ☐
11. Are you aware that the STATE will conduct any and all background checks it deems necessary? YES ☒ NO ☐

SUBMIT COMPLETED COPY INSIDE YOUR RESPONSE.

COMPLETED BY Chuck Snyder, Director, Business Development

PROFESSIONAL / TECHNICAL PERSONNEL QUESTIONNAIRE RESPONSE

SERVICE CATEGORY 1 – Strategy / Developing / Consulting

1. How do you intend to provide the resources required by this ITQ?

The QAT Recruiting Team will consistently answer the call when afforded the opportunity by the STATE to submit contractors for review. QAT retains a team of skilled and experienced recruiters. Brent Hodgen acts as working Manager for staff recruitment, having held this role and being based in the Omaha headquarters of QAT since 1998. Karie Barrett acts as an additional Recruiter for QAT, responsible for the recruitment of 4GL technologies. QAT's longevity in IT consulting affords the recruiting team with a strong network and pool of resources to draw from at any given time. QAT also aggressively leverages the major internet job boards such as Monster and Dice.

Since it began in 1995, QAT has provided nearly 50 clients with supplemental staffing services through the processing of thousands of candidates in IT technologies. Approximately 50% of the recruiting efforts of QAT focus on the Omaha/Lincoln area. This geographic focus will increase the odds of locating resources familiar and comfortable with the MidWest.

2. Identify the SP contract administrator and describe the functions that person will perform.

The Contract Administrator for the State of IA is Chuck Snyder. Chuck has held this role for QAT since 1995. Chuck will act as the primary point of contact for all ITQ related requirements. Chuck will contact applicable State Agency representatives at minimum bi-annually for regarding contractor status update. Chuck will administer to contractual issues and will be the point of contact for QAT STATE employees and STATE representatives also.

Chuck Snyder
515-556-8555
402-391-1175 (f)
chuck_snyder@qat.com

3. Describe how you plan on providing additional personnel if it becomes necessary to properly staff projects.

QAT has an in-house staff of two recruiters whose full-time responsibility is meeting the needs of our clients. The preference of QAT is to relocate existing, proven staff from project to project. With a staff of nearly 50 consultants and the specialization we provide, this is often possible. QAT also leverages its large network of known resources, accumulated and indexed by skills and reference ratings through the years. We believe especially in the core skill sets we are very familiar with the capabilities and market value of a resource who is either currently a QAT employee or reference.

As a secondary source QAT utilizes proprietary data bases (Monster, Dice, CareerBuilder) and other internet related recruiting techniques. The QAT website attracts many applicants and provides an easy avenue for new applicants to submit for open positions.

QAT is also well positioned to find candidates with previous State Government experience. This sector represents a mature and significant percentage of QAT's business. We are well networked to service the needs of all State Government clients through consultants presently supporting State Governments.

4. Describe your company's ability to uniquely address problems and issues related to the service category.

Many QAT clients (including the State of Iowa) have first come to know QAT through this service category. a team of highly skilled, experienced developers on staff. Their experience and expertise spans a wide range of technologies. For all technologies, we bring dedication to client satisfaction with all of our development staff.

5. Describe your company's practices in adopting client policies and methods.

QAT has been a trusted partner for multiple State governments and publicly held companies since 1995 and continues to grow. QAT specializes in bringing forth our experiences to both existing and new clients.

QAT understands it is inherent upon us to bring forward to our clients IT professionals who are highly qualified and capable to perform in their prescribed roles. It is explicitly expected of all QAT consultants that the needs, desires, and goals of the client are of highest priority.

The QAT Business Director will provide to the contractor a comprehensive orientation of those policies and methods known to he/she prior to the start date of the contractor.

6. List each type / brand of operating system/ communication system you are experienced with in each category below and make comments.

The following chart indicates QAT levels of expertise and experience.

	Knowledge	Training	With guidance	Without guidance	Teach others
a) Mainframes:	Expert	No	Yes	Yes	Yes
b) Midrange / Minicomputer:	Expert	No	Yes	Yes	Yes
c) Client / Server / Distributed Systems:	Expert	Expert*	Yes	Yes	Yes
d) Desktop:	N/A	No	No	Yes	Yes
e) LAN:	N/A	No	No	Yes	Yes
f) Languages and DBMS:	Expert	Expert*	Yes	Yes	Yes

* Specific Languages – AllFusion Gen, ERwin

7. Describe your products / experience with Databases.

QAT brings significant experience for all databases (including DB2, SQL Server, Access, Oracle, etc.).

	Knowledge	Training	With guidance	Without guidance	Teach others
a) Administration:	Expert	No	Yes	Yes	Yes
b) Application Development tools:	Expert	No	Yes	Yes	Yes
c) End user tools:	Expert	No	Yes	Yes	Yes
d) Structure and methodologies:	Expert	No	Yes	Yes	Yes
e) Other	N/A				

What general software applications have you experience in?

	Knowledge	Training	With guidance	Without guidance	Teach others
a) Health & Human Serv	Expert	No	Yes	Yes	Yes
b) Child Welfare	Expert	No	Yes	Yes	Yes
c) St DOT	Expert	No	Yes	Yes	Yes
d) St Employment (UUIS)	Expert	No	Yes	Yes	Yes
e) Merchant Processing	Expert	No	Yes	Yes	Yes
f) Financial Planning	Expert	No	Yes	Yes	Yes
g) Accts Rec	Expert	No	Yes	Yes	Yes
h) Inventory Control	Expert	No	Yes	Yes	Yes
i) Payroll	Expert	No	Yes	Yes	Yes

8. Please describe any experience and deployed solutions in each of the following specific technologies below.

	Knowledge	Training	With guidance	Without guidance	Teach others
a) Help desk solutions / technologies	N/A	No	No	Yes	Yes
b) Data development	N/A	No	No	No	Yes
c) Data analysis	N/A	No	No	No	Yes
d) Data modeling	Expert	Yes	Yes	Yes	Yes
e) Facilitating and consulting	Expert	No	Yes	Yes	Yes
f) Photogrametry and remote sensing	N/A	No	No	No	
g) Data collection and clean up mapping	N/A	No	No	Yes	Yes
h) GIS / ESRI Software / Mapinfo	Expert	No	Yes	Yes	Yes
i) Electronic Commerce / EDI	Expert	No	Yes	Yes	Yes
j) Document management	N/A	No	No	No	Yes
k) Telecommunications wide	N/A	No	No	No	Yes

area network					
l) Biometrics	N/A	No	No	No	
m) Wireless networking	N/A	No	No	No	Yes
n) IT staffing	Expert	No	Yes	Yes	Yes
o) Graphic / web design	Expert	No	Yes	Yes	Yes
p) Other					

Data Modeling

QAT is recognized as a world leader in AllFusion Gen data modeling. This technology was recently adopted by the State of Iowa Department of Human Resources. QAT is also well versed with the Erwin data modeling tool, and has access to an Erwin certified trainer.

Facilitating and Consulting

Facilitation and consulting are hallmark practices of QAT. The work we perform today under Tom Huisman is representative of the skills necessary to successfully complete a solution by this definition. QAT is facilitating and performing both the start-up of the project and mentoring State staff as they learn a new software language from scratch.

GIS / ESRI Software / Mapinfo

QAT is the primary provider of GIS consultants to our client Union Pacific Railroad.

Electronic Commerce / EDI

QAT has held the outsourcing rights for critical systems to one of the largest credit card merchant processor in the US since 1998.

IT Staffing

As a full service IT consulting firm, IT Staffing has always been the core competency and foundation of QAT. As such, QAT understands and competes effectively in this business.

Graphic / Web Design

QAT has in-house a highly skilled graphic web designer. Please review www.qat.com for a brief synopsis of her work.

ITQ EXHIBIT E -- COST DATA SHEET FORMAT

COST DATA SHEET for ITQ Number **BD80200S102**_____ **Revision 1.0**

FOR SERVICE CATEGORY: **Strategy/Vision/Consulting**_____

COMPANY NAME: **Q. A. Technologies, Inc.**_____ **Date 02/12/07**

DESCRIPTION OF SERVICE	RATE PER HOUR NOT TO EXCEED
Developer	\$95
Sr Developer	\$115
Jr Developer	\$75
Engineer	\$150
Sr Engineer	\$180
Jr Engineer	\$90
Emerging/Niche Technology	\$120
Sr Emerging/Niche Technology	\$150
Jr. Emerging/Niche Technology	\$90

Note: The SP may be able to have additional line items added at a later date to this ITQ, IF it is in the same service category as originally qualified for under the ITQ, and If such a request is approved by the STATE. In such case, an addendum will be issued by the STATE.

Submit additional sheets as necessary. RATE PER HOUR is to be in US dollars and is firm for the duration of ITQ, except that changes to the rates per hour may be made upon approval by the STATE once every 12 months from date of the ITQ execution and no change will be allowed over 5% for each line item without justification. In such case, an addendum will be issued by the STATE.